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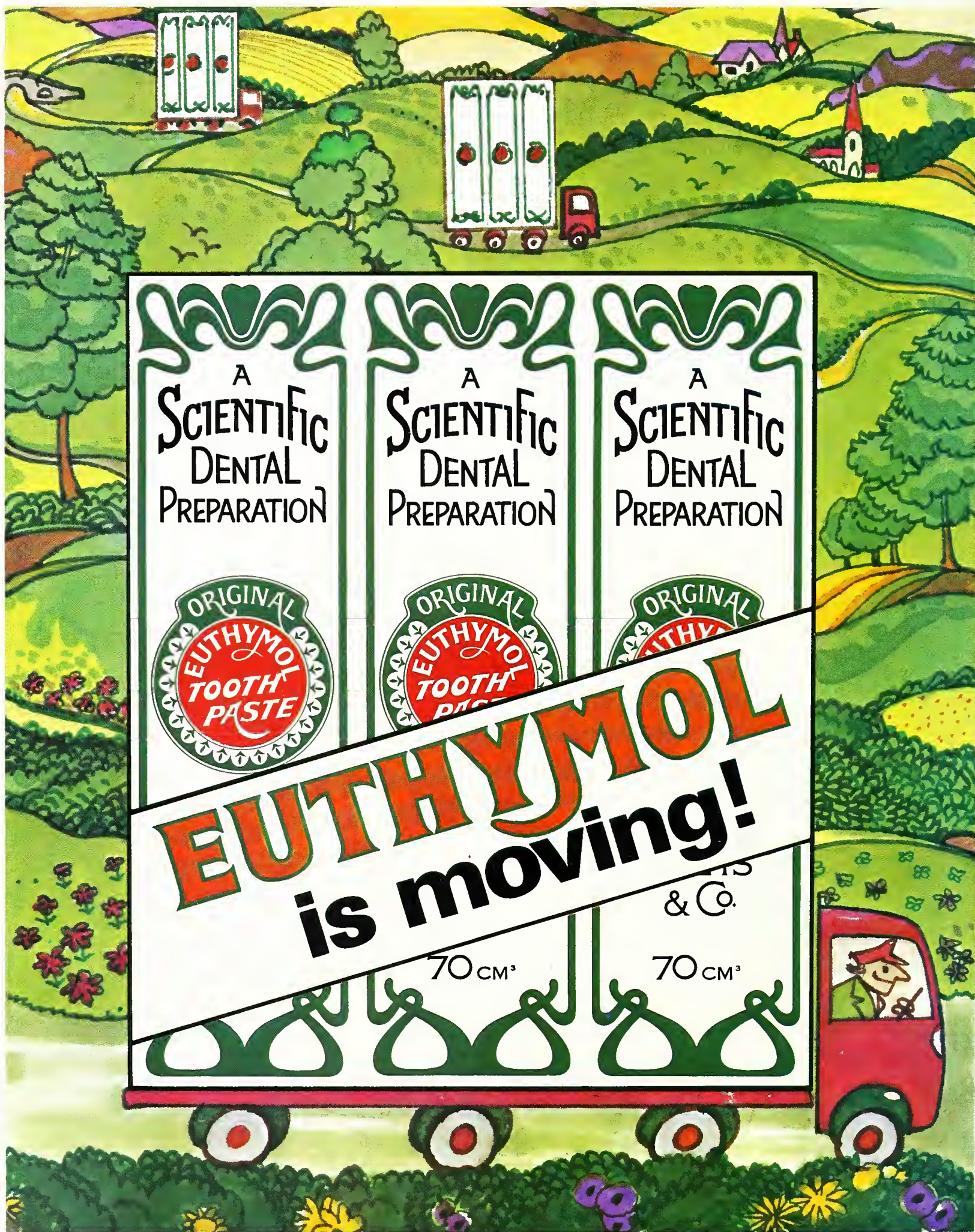
for the relief
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THE ALBION SOAP CO. LTD., Hampton, Middlesex

Statutory Committee reprimands three Unichem directors

Warning on advertising in newspaper features

Bargain offers ban 'could cause problems' for VTOs



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CHEMIST & DRUGGIST

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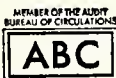
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COMMENT

Conforming to rules

If you belong to a society, you must abide by its rules—or change them by some democratic means.

That, in effect, was the view of Sir Gordon Willmer, chairman of the Pharmaceutical Society's Statutory Committee giving the Committee's judgment of the Unichem advertising case (p952). The three pharmacist directors before the committee were "highly respected, in good standing in their profession", he said, but had contravened the standards held by the Society and it was "impossible to let the occasion pass" without reprimanding them. Although some attempts had been made to review the use of the word "chemist" in advertising—and the Unichem directors believed there was a growing feeling within the profession that there should be some relaxation of controls—Council policy had not changed. Sir Gordon pointed out that the whole advertising question could be raised again and put to the profession's vote as at the 1975 Branch Representatives Meeting.

In saying this Sir Gordon has indicated one possible course open to Unichem's pharmacist members and customers—that is, to take a lead in putting pharmacy's house in order. If, as the Unichem directors claim, the profession wishes to see a relaxation of the advertising code, now is the time to encourage their members to use all the democratic options available to bring about the necessary changes. As we commented after the Boots reprimand (*C&D*, February 11, p171) if pharmacists are anxious for changes they must make the effort themselves, even if it does mean a few more evenings at branch meetings.

The Unichem directors rested their case before the Committee on their commitment to keeping the commercial side of pharmacy alive.

A poster campaign in autumn 1977 (one of the subjects of complaint), preceded by a television campaign, had aimed to help independents as a whole by telling the public what they would miss if their local pharmacy was no longer there. Mr G. White, Unichem's former marketing director, said, "This created considerable comment of approval as being a long overdue attempt to do something major on behalf of retail chemists in their commercial environment."

Mr Peter Dodd, Unichem's managing director said, after the judgment, that the company intends to take the matter further. Let us hope that any action will be to the benefit of Unichem members and the profession as a whole—in a truly democratic manner.

Reprimand for three Unichem directors

The three Unichem pharmacist directors who appeared before the Pharmaceutical Society Statutory Committee last week have been reprimanded, but not struck off the Register. The three were answering complaints from the Society's Council about a poster campaign on hoardings in major towns and a "Ford Fiesta" competition in national newspapers and magazines during September and October, 1977. There had also been a complaint from a member of the Society about television and radio advertisements concerning a "Castaway" prices competition in March 1978.

Before the Committee were Unichem chairman and director, Mr Michael G. Frith, director Mr David C. Mair, and marketing director, Mr Geoffrey J. White who has since retired.

Mr Josselyn Hill, solicitor for the Pharmaceutical Society, alleged that as directors they held themselves responsible and were aware of the difficulties they were liable to get into if the company persisted in the forms of advertising to which the Society objected. The objections were that the campaigns advertised the professional services of pharmacists by use of restricted titles and created invidious distinctions between pharmacies by use of the words "independent" and "private" in relation to "chemist". The use of the pointer-to-value sign in advertising was also considered.

Giving his 40 minute judgment, Committee chairman, Sir Gordon Willmer, said it would be unrealistic in the circumstances to apply the "supreme penalty" of striking the three pharmacists off the Register. But it was impossible to let the occasion pass without reprimanding them.

All three were highly respected, in good standing in their profession, and throughout the case their good faith had not been questioned, he said, but unhappily, they had found themselves at loggerheads with the Society's Council in relation to what they had done.

Trading essential

It had been represented to the Committee, not only here but in previous cases, that in today's climate it was virtually impossible for a small retail pharmacist to carry on a profitable business unless he supplemented his professional earnings by trading in non-pharmaceutical goods.

While there could be no possible objection to advertising of non-professional goods Sir Gordon said he thought it a well established fact that a pharmacist owed a duty to keep within the well

recognised standards of his profession.

One thing a pharmacist must not do was to use his advertising of non pharmaceutical goods as a means of indirectly advertising professional services, whether dispensing or supplying of pharmacy medicines. Sir Gordon said everything really depended in this case on the use of the word "chemist".

He then quoted from Section 78 of the Medicines Act 1968, and said that what it amounted to—and had always been accepted by Council and he thought by members of the Society—was that the word "chemist" was a restricted title, not to be lightly used. The Statement upon Matters of Professional Conduct, he said, was only intended to be a guide as to how a pharmacist should behave in carrying on professional activities.

The same, he thought, went for the resolution, which was passed by the Branch Representatives Meeting in 1975, and was in the clearest possible terms. It stated that paragraph six of the Statement upon Matters of Professional Conduct did not require amendment, and the terms "chemist" and "pharmacist" should not be used in any advertising.

Sir Gordon continued: "It has been urged upon us on behalf of the three pharmacists before us that a good deal of water has gone under the bridge since that resolution was passed in 1975, and

"If as a member of a society, like the Pharmaceutical Society, you disagree with the policy which is being followed, the way to put that right is by the ordinary democratic process." *Sir Gordon Willmer.*

that feeling in the profession is not now, at any rate, so strong in favour of the resolution as two or three years ago.

"But although some attempts have been made to bring that resolution under review, it has never, in fact, been reversed or altered by the votes of the members or their branch representatives, and to this day it remains Council policy".

There was no doubt that the three pharmacists before the Committee disagreed fundamentally with the policy set forth in those documents. Everyone was, of course, entitled to his opinion, Sir Gordon said.

"But it is proper to say that if as a member of a society, like the Pharmaceutical Society, you disagree with the policy which is being followed, the way to put that right is by the ordinary democratic process. The matter can be raised again and representations made to the Council, and the matter can, no doubt

be put to the vote of the members as was done in 1975."

But that was not what these three pharmacists had done. They submitted to the Council a plan of what they proposed to do. The Council took objection to it, and, although all three knew this, they went ahead with their advertising campaign.

Sir Gordon said the circumstances of the case bore a striking similarity with those in the "Care Chemist" case, which came before the Committee four years ago.

In both cases objection was taken to the use of the word "chemist" in relation to advertising. But in the present case they had the naked question: "How far, if at all, is it permissible for a pharmacist to use the word 'chemist' in connection with advertising?". It was not complicated by being in conjunction with any other word.

There was a subsidiary question: whether the use of the symbol and the caption, which went with it, to the effect that "you should go only to where you see this sign", was objectionable.

Sir Gordon said the Committee regarded the first question as one of difficulty, but also of great importance. They had concluded the use of the word "chemist", in the repeated way in which it had been used in the Unichem advertisements, was plain contravention of the resolution of the branch representatives in 1975.

"As long as that remains the Society and Council policy, dictated as a result of an opinion, democratically sought, it seems to me that we cannot do other than say that these particular pharmacists are in plain contravention thereof, and accordingly in plain contravention of the standards which the Society has set for itself and which still hold good to this day."

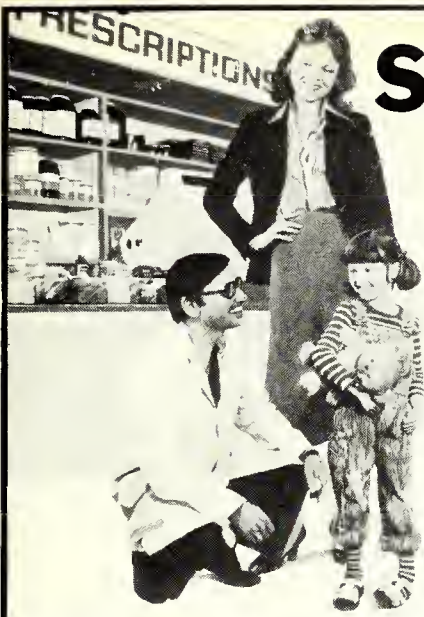
On the second question, Sir Gordon said it seemed to the Committee that in the use of the symbol in the context in which it was used, particularly in relation to the "Spot-the-savings" advertisement, "You cannot get away from the fact that it is a direct invitation to take your custom to these particular premises, and it is an implied warning against going to other possible rival pharmacists."

He added: "That being so, I cannot avoid the conclusion that it does raise an invidious distinction."

Professional services implied

Opening the case, earlier Mr Hill had said it had been established for many years that the use of restrictive titles such as "chemist" and "pharmacy" in advertisements implied the advertising of professional and/or dispensing services. It was the use of restrictive titles for advertisements relating to trading activities that was unacceptable in this case.

In the hoarding campaign objection was taken to the use of the words "chemist", "pharmacy" and "prescriptions". In the "Ford Fiesta" advertisement the word "chemist" appeared ten



Shop at your local private chemist. He's vital to your community.



Issued in the interests of independent pharmacy by **UniChem**

The poster used by Unichem in autumn 1977 to which the Pharmaceutical Society objected

times, the word "chemist's" appeared once and there was also reference to the "pointer to value" sign. The "Castaway" prices competition used the word "chemist" 8 times and "chemist's" once.

Mr Hill said the respondents sought the opinion of the Society's Council about these advertisements. Having received the advice which indicated that the Council did not approve, the advertisements, nevertheless, appeared in 1977. When the "Castaway" competition advertisement appeared in March 1978 there were differences. The "private" in connection with chemists was removed, as was the word "independent" in connection with pharmacy, and the word "prescriptions" was dropped.

Mr Hill said that by these advertising campaigns the respondents were putting at risk any pharmacist who put a "pointer to value" sign in his window.

Mr Gordon Appelbe, the Society's chief inspector and head of the law department, said in evidence that the Council decided in August last year that the Society's policy on restricted titles should be maintained. Both the Ethics Committee and Council had this year decided there should be no relaxation of the policy—that restricted titles should not be used in advertising.

In reply to questions by Mr Gerald Butler, QC for Unichem, Mr Appelbe said as far as he knew all the items advertised by Unichem were non-medicinal. He was not aware of complaints from any multiple chemists that the use of the word "private" or "independent" in the advertising drew an invidious distinction.

On being told by Mr Butler that it would be his submission that the only way an independent chemist could survive would be by advertising, Mr Appelbe replied "I don't accept that view, of course". He said he did not see that there was a danger of a pharmacy, which was not a multiple, going under if it could not advertise by using the word "chemist".

Mr Butler told the Committee that the matter could be approached both on the narrow basis and on the wider basis. The narrow basis turned upon the views of

the Council as enshrined in their Statement upon Matters of Professional Conduct and that, at the end of the day, was what he understood the complainants relied on. The wider issue was whether or not it was misconduct to advertise the sale of goods using the word "chemist" in the advert when the goods were non-pharmaceutical.

"Because that, I would submit, is a question which is not fairly and squarely determined by reference to the statement," Mr Butler said.

Referring to the "Ford Fiesta" competition Mr Butler said the Council

"If he is not allowed to advertise he is trading with his hands cut off." *Mr Gerald Butler.*

stated that one might not advertise medicines or professional services but when one looked at this advertisement there was no express reference to those matters.

"It is said by Mr Appelbe that it is the Society's case in a nutshell that the mere use of the restrictive title 'chemist' did advertise professional services but, with respect, I disagree, and I cannot see how that argument can be supported."

Mr Butler said pharmacists were entitled to know what the Society considered could not be done and what could be done and it would have been the easiest thing in the world if the Society had said, "You must not use the restrictive title 'chemist' at all".

Once it was accepted that a pharmacist was also a trader and could trade then it was right that such a trader should be allowed to advertise.

"If he is not allowed to advertise he is trading with his hands cut off".

The central issue of the case, according to Mr Butler, was that there was nothing in the guidelines which said the word "chemist" could not be used in the way his clients had used it and they maintained that neither should there be.

In his evidence, Mr Mair said it was essential for a small local pharmacist that advertising should tell the public

what type of shop they should go to. There must be some clear means of identifying the chemist as distinct from the grocer or some other retailer. Mr Mair said that the poster campaign was an advertisement on behalf of the profession generally, designed to demonstrate chemists' value to the community. No invidious distinction was ever in his mind or intended.

He claimed use of the word "chemist" in association with clearly defined articles of commerce and in no way related to medicinal products could not be construed as advertising of professional services. Mr Mair said the Council's vote in August last year was equally divided on the question of advertising, and that only the casting vote of the president maintained the *status quo*. He added that the Branch Representatives Meeting in May 1978 approved an amendment to a motion on advertising, which he said had the effect of reopening the whole issue of advertising in the Society. The motion called for Council to clarify the situation concerning the use of restricted titles in advertising by upholding the decision of an earlier BRM (to maintain the *status quo*). The motion was subsequently amended to delete all words after "advertising"—which was then carried as the substantive motion. Mr Mair argued that if branch representatives were satisfied with the *status quo* there would have been no need to amend the resolution.

Mr Mair told Mr Hill that simply to advertise cut-price goods as being available from Unichem shops would not be effective. He still maintained that to use the words "independent" or "private" did not imply an invidious distinction. Questioned by Mr Hill, Mr Mair agreed he was aware before the advertisements appeared on the news stands that Unichem were treading on dangerous ground.

Will not rest!

Mr Peter Dodd, Unichem's managing director, told *C&D* on Tuesday that "the matter will not rest there" but he was unable to elaborate further.

Warning on advertising in newspaper features

A warning to all pharmacists who might be "tempted to place themselves in the hands of the Press," was issued by Sir Gordon Willmer, chairman of the Pharmaceutical Society's Statutory Committee, last week. The Committee severely reprimanded a pharmacist whose pharmacy was mentioned in newspaper features and Sir Gordon said the next person who appeared before the Committee for similar reasons might find themselves in even greater trouble.

A Bedford pharmacist, Mr Anthony Kidman, told the Statutory Committee that he was dismayed when he read an advertising feature on his St Cuthbert's Street pharmacy in the *Bedfordshire Times* newspaper earlier this year.

Mr Kidman, of Waterloo Road, said he tried unsuccessfully to stop a similar article appearing in the *Bedford Record* the following week because he realised that the features were likely to place him in jeopardy with his profession. The Committee was hearing a complaint from the Society's Council about features in the *Bedfordshire Times* on March 3, the *Bedford on Sunday* newspaper on March 4 and the *Bedford Record* on March 7.

Invidious distinction

Mr Josselyn Hill, for the Committee said all three articles referred to Mr Kidman and accompanying advertisements included such phrases as "visit our new pharmacy" or "come to our new pharmacy". Mr Hill went on: "The advertisements speak for themselves as being against the normal standards of a pharmacist. In one case the headline 'The caring chemists with a difference' draws an invidious distinction".

Mr Kidman said he was visited by a representative of the *Bedfordshire Times* and the *Bedfordshire Record* and agreed that an announcement should be made at the opening of his new branch at St Cuthbert's Street. He understood that an editorial feature was proposed and he was asked to give a list of suppliers who might support the article. Two months later he was told there had been sufficient response from suppliers to enable the feature to be carried.

Mr Kidman said he was visited separately by reporters from two newspaper groups and asked about the history of his business. "I mentioned that I was subject to a professional advertising code and emphasised that care should be taken in any feature not to suggest that I was better than other pharmacists. My impression was that the reporters were familiar with and understood the professional code. I said I would like to see a proof of the articles and I understood that this would be possible".

He said when the article appeared

in the *Bedfordshire Times* on March 3 he was dismayed, and complained to the newspaper that the feature was "corny" and was liable to place him in jeopardy with his profession. He urged the newspaper not to repeat the feature in the *Bedford Record*. He said it was too late to do anything about the feature which appeared in *Bedford on Sunday* on March 4. He was unable to contact anyone at the *Bedfordshire Times* until March 6 when he was told that it was too late to scrap the article in the *Bedford Record* except to modify the headline and some of the words.

Mr John Grey, for Mr Kidman, said Mr Frank Branston, the managing director of Gossavon Ltd, publishers of *Bedford on Sunday*, had made a statement in which he confirmed it was not his company's policy to provide proofs to persons featured in articles. Mr Branston's statement continued: "What is printed is within the sole province of the Press and I think I can say fairly that Mr Kidman had not and would not have been permitted to have any control whatsoever over the style, presentation, make-up or heading of the article".

The managing editor of the Bedford County Press, Mr Alan Sandall, said in his statement that he was naturally concerned that what appeared in his publications should have contravened the professional code of practice. But at the same time he contended it was important and asserted the right of a free Press to publish articles uninfluenced and uncensored by those persons about whom they were written.

The Committee chairman, Sir Gordon Willmer, said in his decision: "This case raises difficult problems not only for pharmacists but also for the Press. I have occupied this chair for very nearly nine years and I think I can truthfully say I cannot remember a worse case of advertising than this. The case will surely be a lesson to Mr Kidman and I hope from such publicity as the case may receive . . . it will be a salutary lesson to other pharmacists

who may be tempted to lend themselves to conduct of this kind". He said he thought it was also a matter that the Press should consider carefully. The Committee had earnestly debated whether they could allow Mr Kidman to remain on the Register, having regard to the nature of the advertising which had taken place.

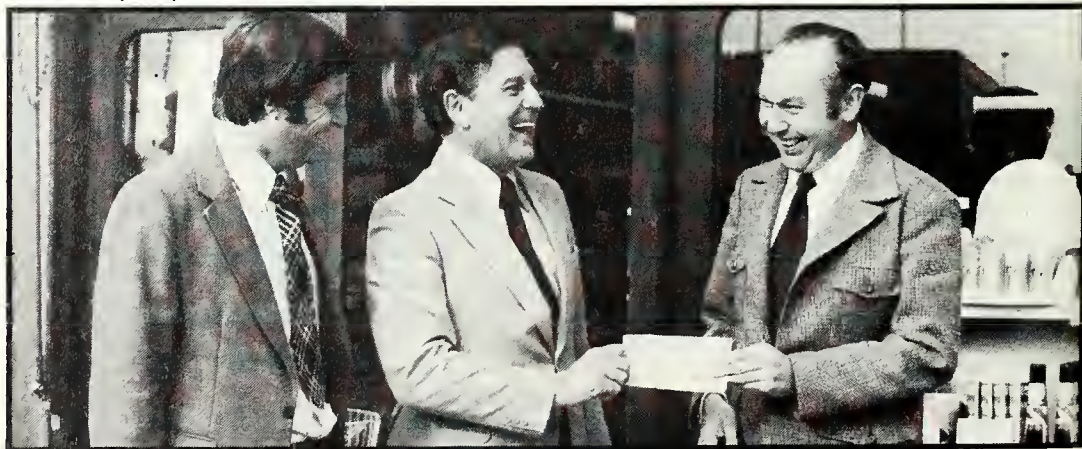
Sir Gordon said the comment by Mr Sandall was "quite horrifying" and he had personally been much concerned whether it might not be appropriate to direct that the papers in this case be sent to the Press Council. However, he refrained from doing so in the hope that the publicity which this case would attract might be sufficient as a warning to both pharmacists and the Press.

He said none of this would have appeared in the Press unless Mr Kidman had himself wished to advertise the fact that he was opening a new pharmacy. He knew that the statement by the Council permitted him to do that but knew that it had to be discreet. What appeared in these newspapers went far beyond that. No one could call them discreet announcements, nor did they set out the matters which were permitted within the code of conduct. Mr Kidman was advertising his professional services and on the strength of that and by providing the names and addresses of various suppliers, he put himself in the hands of the Press.

"This taught Mr Kidman just how unscrupulous members of the Press can be. He said he thought he would be given a proof and given the opportunity of correcting it. One wonders if he was such an innocent as he made himself out to be. It is quite clear that there was no intention that he should have any such opportunity. Therein lies the danger, which must be brought to the attention of all pharmacists who might be tempted to place themselves in the hands of the Press", said Sir Gordon.

He added that it could well be that after the warning offered by this case the next person who came before the Committee for this sort of conduct might find themselves in even greater trouble. Sir Gordon said they decided, having regard to the fact that the Press let him down so badly, that it would be sufficient to severely reprimand Mr Kidman.

Mr C. F. Howard, MPS (right) of Norwich, Norfolk receives a cheque from Brian Phillips (left), area sales manager, Bristol Myers, and salesman Nick Bloom for his display of Mum antiperspirant deodorant



**Every new ostomist needs confidence and self-respect.
This sticker says you stock them.**



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Which is fine until a problem occurs.

The chemist or pharmacist may not know how to help and the ostomist is reduced to shopping around.

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You can make sure that your staff understand the basis of stoma-care and the treatment of the most common problems.

And you can keep a full stock of reliable products to satisfy both regular and special needs.

Find out more by filling in the coupon and sending for the free Coloplast Information Kit.

It includes a leaflet giving an introduction to stoma-care as well as a full explanation of the samples enclosed.

One last point.

There are over 100,000 stoma-patients in Britain and they are joined by new patients every week.

They brush their teeth, catch colds and cut themselves like everyone else, so put the Coloplast sign in your window to say you care.

Please send me the free Coloplast Information Kit.

Name

Address

To Coloplast Ltd., Somersham Rd., St Ives, Huntingdon, Cambs.
Tel. Huntingdon (0480) 62600



Bargain offer proposals pose problem for VTOs

The National Pharmaceutical Association has had further thoughts on the Government's proposals for dealing with bargain offer claims. NPA welcomed the proposals with some reservations in its initial response (*C&D*, October 28, p721).

Following discussions with Independent Chemists Marketing Ltd, NPA says the ban on bargain offers being compared with manufacturers' recommended prices would give rise to a major difficulty for voluntary trading organisations. Such groups had no control over the price previously charged by their independent members and could not

therefore arrange promotions relating that price to the promotion price.

There must be a benchmark with which the promotional price can be compared, and hitherto this had been the manufacturers' recommended price, says Mr T. P. Astill, NPA deputy secretary, in his letter to the Department of Prices and Consumer Protection. He adds that if the proposals become law independent retailers would be at a serious disadvantage compared with multiples, and voluntary groups would be seriously restricted in the extent to which they could negotiate special offers for their members.

'Tragedy in drug surveillance'

The pharmacist is in the unique position of seeing and talking to patients more frequently than the doctor and yet is not involved at any stage of post-marketing surveillance of drugs. Mr William Darling, member of the Pharmaceutical Society's Council, speaking at a recent Dorset Branch professional dinner, thought this was a great tragedy in an otherwise useful system.

Mr Darling also bemoaned the fact that the British Standards Institute was slow in producing a specification for child-resistant containers. This resulted in a multiplicity of caps, closures, blister packs, strip packs, etc.

Dr Kenneth McAll, a consultant psychiatrist, speaking at the same dinner,

further endorsed the use of blister packaging of drugs for another reason—the tedious job of removing large quantities of tablets might reduce suicide by drug-taking. Dr McAll said, however, that the safest way to protect patients from medicines was not to give them. This would not make the pharmacist redundant. He would be there to give friendly advice and a sympathetic ear.

Dr McAll also suggested that when a doctor prescribed a tranquilliser for a patient, he was subconsciously treating his own apprehension in his inability to discover the cause of the patient's condition. Another unusual theory he aired was that if a patient had an abortion or miscarried, this "lost life" manifested

itself as illness in a subsequent child.

Mr J. Barrie Thompson, public relations officer of the branch, told *C&D* that a great deal of publicity resulted from this dinner. Mr Stanley Bubb, chairman, who also gave a speech, was interviewed by the local evening paper and by Radio Solent, when he was able to explain pharmacists' complaints about their remuneration. Extracts from the speeches were also published on the front pages of the two local free papers.

Wyeth hint at RPM sanctions

Wyeth Laboratories have written to all wholesalers urging them to support resale price maintenance.

The letter emphasises that the company expects customers to conform strictly to its conditions of sale: "To discuss the question of sanctions against infringers is not appropriate in a letter of this kind which is intended to re-state our position on RPM and to draw it to your attention. That notice having been given, however, we must make it clear that we reserve the right to take such action as we may deem appropriate to deal with any specific case of breach of our conditions of sale which may come to our attention."

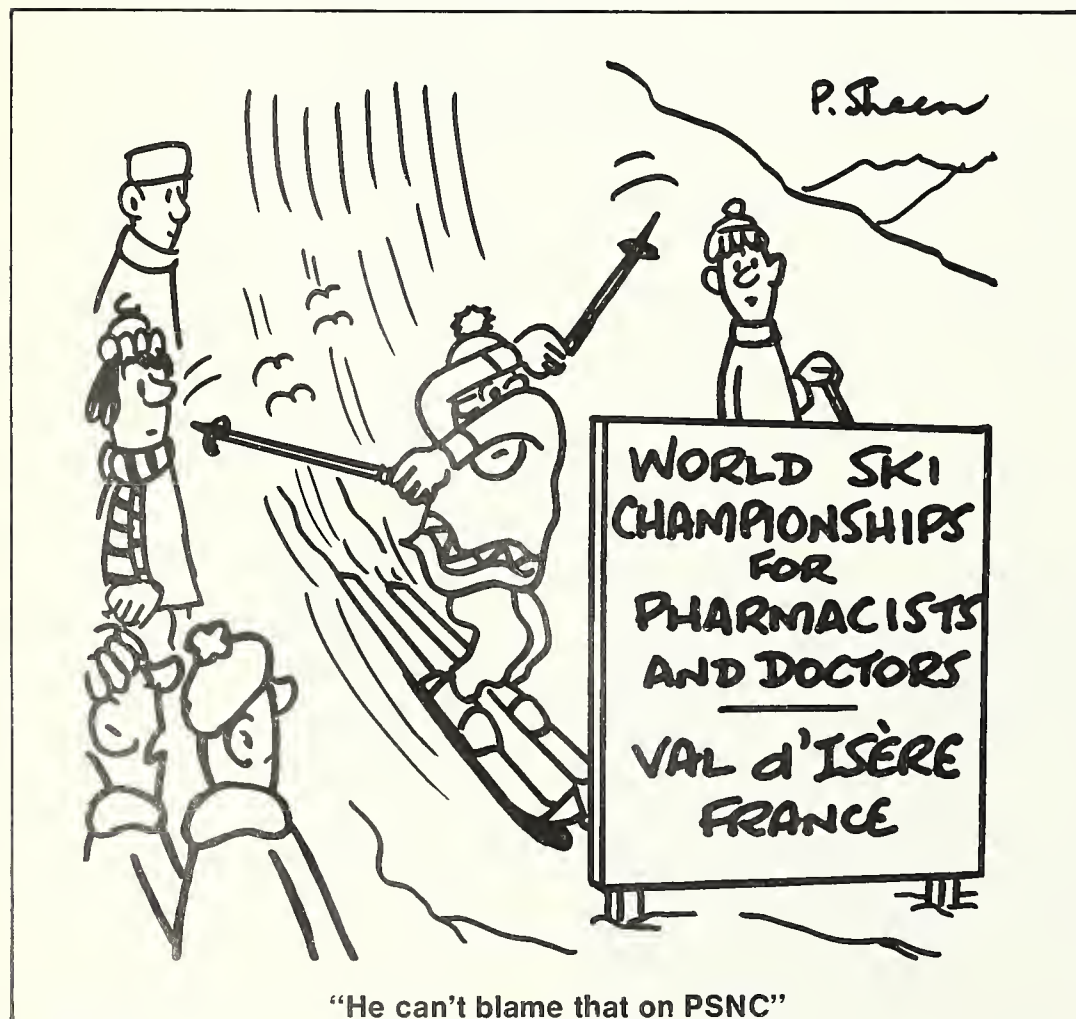
Involving staff in company security

Two training programmes on security, in the form of slides and tape, have been produced by Lodge Service International Ltd. The first, "Shrinkage—everybody's problem," outlines the main areas of potential loss and is designed to help get staff on the management side from the first. By showing that theft from shops can ultimately lead to reductions in staff and shop closures, the programme tries to assist staff in identifying with their companies' security problems.

The second presentation, "Dealing with shoplifters", is intended for senior retail staff and management and trainee store detectives in the problems and pitfalls of arresting members of the public for shoplifting. There are two versions—one for departmental and specialist stores and the other for supermarkets. Each presentation (£55) contains slides, tape and script booklet and a member of the Lodge Service organisation can present the programme. Further details are available from Lodge Service head office, 58 St James Street, London SW1.

Ski championships

The Seventh World Ski Championships for Pharmacists is to be held in Val d'Isère, France, April 2-3, 1979. The event will be followed by similar championships for doctors and details of an "all-in package" covering accommodation from April 1-7 are available from Madame Dominique Lecaillon, 3 Impasse du Levant, 51100 Reims, France.



Mr G. R. Brown, FPS, has been appointed executive editor of the British National Formulary, published jointly by the Pharmaceutical Society and the British Medical Association. Mr Brown is at present secretary to the British Pharmaceutical Codex Revision Committee.

Mr Jack Marshall, FPS, has retired as district pharmaceutical officer for the Perthshire hospitals and medical services. Mr Marshall qualified in 1938.

News in brief

□ Chemists and appliance suppliers in Northern Ireland, in September, dispensed 1,003,634 prescriptions (626,947 forms) at a total gross cost of £2,453,905, representing an average of £2.45 per prescription.

□ A booklet, "The small scale manufacture of soap: an economic study", has been produced by the Tropical Products Institute, 56 Gray's Inn Road, London WC1X 8LU (£1; single copies free to public bodies in countries eligible for British aid).

□ International certificates of vaccination for smallpox and cholera no longer need to be authenticated by local authorities. Doctors and health institutions can use their own rubber stamps or arrange for the pre-stamping of certificates by family practitioner committees.

□ From December 11, in the US a brochure on progestins must be given to women by the pharmacist whenever a prescription is filled. The brochure will point out that progestins, when taken in the first four months of pregnancy, may increase the risk of heart defects or deformed arms and legs in their children.

□ The Cancer Research Campaign has made a grant of £7,040 for the current year to Dr C. E. Searle, department of cancer studies, University of Birmingham, to enable him to continue research into the effects of hair dyes. A grant of £9,379 has also been made to Dr Waterhouse, department of social medicine, for him to continue similar research.

□ A "Lifting instructors' manual" for use in industry is available (£0.75 including postage) from the Back Pain Association, Grundy House, Somerset Road, Teddington, Middlesex TW11 8TD. There is a shortage of instructors in techniques of manual handling tasks and this manual has been prepared as a source of guidance for those who have to teach others.

□ Operators of road tankers carrying certain dangerous chemicals will be required to label clearly their vehicles under Regulations laid before Parliament last week and which will come into effect on March 28, 1979. The Hazardous Substances (Labelling of Road Tankers) Regulations 1978 (SI 1978 No. 1702: 1978) will require road tankers carrying any of about 400 common dangerous chemicals (including hazardous wastes) to display special hazard warning panels designed to give vital information to the public and emergency services in the event of an incident.

by Xrayser

Sunday in the park

The LPC conference, potentially the most important date in the pharmaceutical contractors' calendar, is over. From the reports it appears that the agenda was faithfully adhered to, with delegates making sensible controlled speeches on the pros and cons of the resolutions, while David Sharpe is to be congratulated for the skill with which he chaired the meeting, allowing just the right conditions for our folk to wander round the mulberry bush without actually getting lost.

All in all it sounds like a nice day's outing which reminded me of nothing so much as the Sunday mornings we used to spend in the park. Do you remember those unhurried pre-dinner strolls when as a family we would take the air, and fly our kites, or kick a ball around? We were always drawn to the activities around the pond, where we would venture our model yachts, or watch the beautifully miniaturised model steam boats being sent out on world tours by owners, who, from their expressions must have felt a tremendous satisfaction from the sense of power in controlling their creations. One year the pond developed a crack and the council drained it. When we arrived, all that was left was a shallow pool of mud in the centre, surrounded by the bones of debris which surfaced when the water level fell. We had to take our boats home.

Despite the known fact that our pond has a leak and is steadily draining, each year we come to sail our little boats, round and round, some to the right and some to the left, without any overall sense of direction. We seem content to play around on the surface. My reading of the report leaves me profoundly uneasy for it is plain that we have yet to find a firm confident plan of action, as we have yet to find a firm confident leadership. I cannot understand why no-one challenged the PSNC over its decision to accept the offer of an impotent panel to assess our problems, and apparently to let drop our impetus towards a proper organisation of our strength. Perhaps someone will explain?

Promotion B!B!B!

We received our Sangers Apocaire bargain sheet this week as usual, and as a matter of routine took a pencil to work out this month's perms, for between the various wholesalers' schemes I can generally keep a constant flow of the basic price-competitive items, like sanpro and soaps, tissues and toiletries, all the year round. I happened to be looking for soap, but on scanning the list noticed Polaroid films on special BBB terms—Polaroid 87 at £1.51 to sell at £1.99, Polacolor 2 88 costing £2.27, to sell at £2.99. Not much profit in that, I thought, I wonder how much I am saving. So I turned up the C&D Price List and saw the full extent of the saving, for there we have Polaroid 87, costing £1.51, Polacolor 2 88 costing—that's right, £2.27! It's bad enough that we have to pay Sangers a premium on OTC lines in less than dozens.

Welcome

Mr Philip Paul took up his post as director of public relations for the Society at Lambeth on Monday. After so long without anyone, it is a relief to know that once more we have the services of a professional in this field. I wish him great success.

□ The Health Education Council, Apple and Pear Development Council and Mars Health Education Fund are co-operating with the Royal Association for Disability and Rehabilitation in their 1979 national "super spring slim" to raise £50,000 to further their work for all disabled people. Posters publicising the slim will be available in January from the super spring slim for the disabled", 25 Mortimer Street, London W1.

□ On show at the Kodak Photographic Gallery, 246 High Holborn, London WC1, from December 13 to February 14, 1979, will be the exhibition of winning photographs for this year's Telegraph Sunday Magazine British Photography Competition. The exhibition will be open to the public Mondays to Fridays, 9 am to 4.45 pm. It is closed on Saturdays, Sundays and December 25 and 26 and January 1.

COUNTERPOINTS

Medinite competition offers a winter weekend break

Richardson-Merrell are offering a winter weekend break competition for chemists' assistants. All pharmacies called on by the Richardson-Merrell sales force will be circulated with a Medinite information folder which includes facts on colds and flu. This is intended to help chemists' assistants when dealing with customers suffering from cold symptoms and looking for advice.

A competition will also be included with questions based on information in the leaflet. There are two first prizes which give each winner a weekend for two at a London hotel, with first-class rail travel, tickets for a show, and dinner at a West End restaurant. The prize also includes £75 in cash to spend. There are five runner-up prizes to be awarded in each of the four Richardson-Merrell sales areas (20 prizes in all) of country weekend holidays for two, plus first-class rail travel, and a Champagne dinner.



New 15 second and 30 second Vicks Medinite commercials are currently being shown nationally until March 1979. The competition leaflets will be distributed immediately and the closing date for the competition is January 12 1979. *Richardson-Merrell Ltd, 20 Queensmere, Slough, Bucks.*

Changes in Durex sponsorship

Durex—for three years sponsors of the Team Surtees Grand Prix team—are not entering a team for the 1979 World Championship. The announcement followed Team Surtees' own decision to withdraw from the Grand Prix world championship as they had not been able to sign a first quality driver.

Mr Bob Hall, marketing director, LRC Products Ltd, says, "Naturally we were very sorry to learn that Team Surtees are not continuing to contest the World Championship. Although we have not claimed any major victories on the track during our involvement with Team Surtees, we have certainly achieved the major objectives that we set ourselves when we first entered the formula one sponsorship arena. Our main target was to 'normalise the name' and we have been delighted with the acceptance of the Durex name. Our sponsorship plans include involvement in other powered sports and we will be launching a full programme in the near future." *LRC Products Ltd, Sanitas House, Stockwell Green, London SW9 9JJ.*

Making soap an impulse buy

Fassett and Johnson have introduced a soap merchandiser stand holding 16 display outers of the Grossmith complexion soaps, white rose and cucumber soaps and fruit soaps.

The stand was well received by retailers involved in a four-week test, all

of whom reported significant sales increases. Fassett and Johnson's sales force will now take orders of the stands. "We received such enthusiastic response from the retailers testing the stands that we decided to make them available to all our retailers," states Andrew Doyle, director of marketing for Fassett and Johnson. "The stand is proving that soap, when merchandised effectively, is a very popular impulse purchase." *Fassett & Johnson Ltd, New Road, Winsford, Cheshire.*

Henna conditioner for greasy hair

A conditioner specially formulated to check the build up of grease has been launched by Henna Hair Health. Henna vegetable clear rinse (380ml £1.65) contains no spirit and is intended for use with the Henna treatment shampoo for greasy hair. *Henna Hair Health Ltd, Classic House, 174 Old Street, London.*

Robinson offers flashed on pack

Two flashed-pack consumer offers are to be launched by Robinsons of Chesterfield at the beginning of 1979. Packs of 50 Paddi nappy liners will be flashed "not more than 38p" and 100s "not more than 66p." Robinsons are also offering a free pair of Paddi Poppon nappy pants for six Paddi Pads vouchers from flashed packs of 20 and 30 Paddi Pads. The buying-in period starts January 2 and continues until March 2. *Robinsons of Chesterfield, Wheat Bridge Mills, Chesterfield.*

Dettol Nursing Awards launched

The 1978-79 Dettol Nursing Awards sponsored by Reckitt & Colman, are directed towards nurses engaged in occupational health. This year's scheme also allows people to enter without a sponsor. The winner will receive £1,000 plus £500 to be spent on equipment for use where he or she is employed. The runner up will receive £500 plus £250 for equipment. Entries must be with the Royal College of Nursing by February 28, 1979. *Reckitt & Colman, Pharmaceutical Division, Dansom Lane, Hull.*

Ostomy booklets

Downs Personal Products have produced two new free booklets to aid people who have had colostomy and ileostomy operations.

Entitled, "Some helpful advice on living an active life with a colostomy/ileostomy", the illustrated booklets contain information under such headings as lifestyle, sport, travel, diet, management, skin care, etc, together with details of the air sanitisers, Ozium, which is manufactured and marketed in the UK by the international division of G. H. Wood & Co Ltd, Wealdstone Road, Kimpton Industrial Estate, Sutton, Surrey.

Downs Personal Products have also prepared a slide-tape programme for ward use. *Downs Personal Products, Mitcham, Surrey.*

ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

Alka Seltzer: All except M

Anadin: All except U, E

Badedas: Ln, NE

Beechams hot lemon: All except E

Blue Stratos: All areas

Braun: All except E, CI

Buttercup: M, Y, NE, WW, Sc

Close & Easy, Ln, M, Lc, Y, NE

Fabergé 20:21: Ln

Ladyshave: All areas

Just Call Me Maxi: All except E, CI

Ladyshave: All areas

Liquifruta: All areas

Mandate: Ln

Medinite: all areas

Mentho Lyptus: All except U, E

Night Nurse: All except E

Oil of Ulay: All except E, CI

Old Spice: All areas

Philishave: All areas

Pure & Simple: All areas

Zest: M, Lc, B, Sc



'What do you mean, you've sold out of Murine?'

"It's like this you see. Murine eye-drops had this bright idea of doing their biggest ever promotion.

They started off by putting their ads on the underground. Two to a carriage. Every carriage! And you'd certainly have to have tired eyes to miss those!

They're on Capital Radio too.

Plus a big, big Christmas Competition with a whole host of prizes that would brighten up anyone's day.

And cleverly calculated to get any of the millions of people in the London area rushing out for a bottle of Murine.

I really thought I was seeing things.

But when I reached for the Murine, there wasn't a single pack left"

MURINE®

refreshes tired sales





Perhaps the most eye-catching range of sunglasses yet, new Lookers confirm what every Polaroid stockist already knows: you can focus on fashion without losing sight of quality.

POLAROID'S NEW

LOOKERS

FOR THOSE WHO CAN SEE FURTHER THAN THE END OF THEIR NOSE.

For the first time ever, we offer non-polarising lenses, UV96 Equitints and Graduals, which eliminate up to 96% of potentially harmful ultra-violet radiation and do it with style. Whilst the graduals are anything but gradual in the spectacular effect their colours create.



Nor have we overlooked our famous original polarising lenses, though you may not recognise them at first. Given the new Lookers treatment, they'll put other sunglasses in the shade!





LOOKERS
BY **POLAROID**

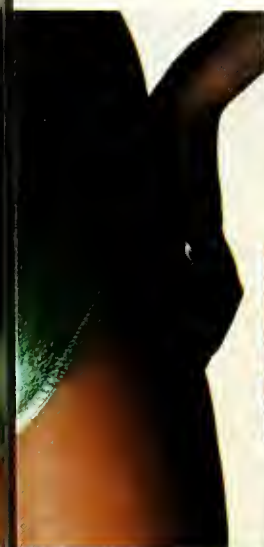


Our first time into mirrors,
oo. Silver or gold, they reflect
more than a glint of trends to
come...but not at the expense
of Polaroid reliability. As with all
new Lookers by Polaroid, a one-
year Replacement Guarantee
accompanies each pair.



It all adds up to 63 dazzling styles in 100
lenses and colour variations...among
them, a Sports Collection even racier
than the last. They're yours for the
takings...providing you have the
vision to stock them. New Lookers
by Polaroid.

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Beecham Bulletin

BEECHAM PROPRIETARIES BRENTFORD MIDDX

**BEECHAM
HOME MEDICINES
The Business
Builders**

The real No.1 in winter remedies gets

BIGGEST BOOST EVER FOR WINTER SALES

IT'S ALREADY UNDER WAY . . . the big advertising blast-off, designed to send Beecham's winter best-sellers rocketing to a new high. Features of the new campaigns include highest ever spending, extra frequent TV, brand new films plus proven winners. There are new eye-catching sales aids too.

BEECHAMS POWDERS - TABLETS - HOT LEMON

Top-selling range for colds and 'flu, Powders add high frequency films to last season's hard selling commercials. On top come the doubled-up appearances of Hot Lemon in its drive to provoke even greater growth in your lemon treatments turnover.

NIGHT NURSE

Night Nurse . . . continuation of that brand leadership in the fast growing night elixir market. Last year's highly memorable TV films - so full of character and sales appeal - are back again with even more support to repeat their proven success.

VENOS

Venos too . . . Original and even faster selling Honey and Lemon . . . are still tops in advertised cough mixtures. Appealing new family interest films are already spearheading the latest sales drive across every TV area, with extra frequency and in top viewing times.

MAC LOZENGES

Mac Lozenges are climbing those sales charts as your biggest selling advertised lozenges. Catchy jingle, brightly attractive stick and carton packs, big TV support and back-up displays keep Medicated and booming Honey-Lem the friendliest sellers around.

ON AIR NOW

HERE'S a scene from one of the New Veno's films packed with mother and family sales appeal. Beecham's winter TV spectacular adds equally hard selling films for Powders, Hot Lemon, Night Nurse and Mac lozenges - top of your seasonal sellers.



-PLUS DAZZLING NEW DISPLAYS

The light-up effect of the new Hot Lemon display (centre) is a customer reminder of the campaign putting you on the selling end of £500,000 TV support. Add over £1m for the brands in the space-saving counter sales maker (left) and the colourful displays (right) and you'll soon see why Beecham is the real No. 1 in winter remedies.

EXTRA SELLERS

Setlers - sales winning No. 2 for indigestion, Phensic - Fynnon Calcium Aspirin - Nurodol - Ellimans - Eno - are all extra sellers in winter, on top of cold and 'flu business turning over £18m for you - and where the Beecham Brands' 28% makes them the real No. 1.



DISPLAY AND SELL...BEECHAM HOME MEDICINES

Supermarket sales of cosmetics boosted

A report in *Super Marketing* (November 17) explores the success story of Cover Girl cosmetics, sold exclusively through supermarket outlets. Many Cover Girl products, manufactured by the Noxell Corporation, are already brand leaders in America, and in Switzerland, where they are sold only through one particular supermarket chain, they have a 37 per cent share of the total market. The products are also said to be increasing their market share in Holland, Belgium, Austria, Scandinavia and Germany.

Cover Girl cosmetics are now being manufactured in Romford, Essex, and Jenks Brothers are distributing them by offering a complete merchandising service to supermarkets.

Carrefour, Sainsbury, Safeway, Fine Fare, Tesco and Allied Suppliers are all selling Cover Girl cosmetics, whose total range comprises 80 products. Retailers need only take 15 lines if they prefer.

The same issue of *Super Marketing* quoted Nick Hodges, general sales man-

ager of Johnson & Johnson's consumer product division, as saying: "We believe that over the next few years we will become much more important to the grocery trade." *C&D* asked Mr Hodges whether this indicated a change of policy by the company and a swing away from chemist outlets.

He assured us that there has been no such change. What he meant was that four or five years ago Johnson's percentage share of sales through grocery outlets was relatively small compared to those through chemists. In order to redress the balance therefore there has been an attempt in the intervening period to level up those percentages. During that time however, J&J have been steadily increasing their chemist commitment as well. And, while it is true that they have been trying to expand their distribution on a broad front, Nick Hodges adds: "We see chemists as a major market for J&J for the vast majority of our new product developments in the future."

Lauda fragrance on test market

Franchise Fragrance & Cosmetic Distributors Ltd are currently test marketing a new fragrance in the Birmingham area. The company, which has recently moved from offices in Piccadilly, is intending to launch the range nationally in early January. The fragrance is called Niki Lauda and the Birmingham area was chosen as being particularly appropriate after this year's successful motor show. The range, which includes eau de cologne toilette (50ml £3.75, 100ml £6.25, spray £8.00), after shave (50ml £3.00, 100ml £4.25, spray £6.00), deodorant (spray 110ml, £2.95, stick 55g £2.50), foam bath (250ml £4.00) and soap (£1.85), is packaged in racing red with black and silver encompassing a chequered flag motif. The 43 chosen stockists in the area have been supplied with products from the entire range, samples, testers and Niki Lauda carrier bags. *Franchise Fragrance & Cosmetic Distributors (UK) Ltd, 22 Grosvenor Street, London W1X 9FE.*

Fashion overalls

A new catalogue of workwear published by Alexandra Overalls Ltd is claimed to be the first to cater for the recent trend for shopfloor workwear to become more fashionable. The company says that the fastest selling item in their last workwear catalogue has been a fashionable dress

at a slightly higher price than their usual workwear garments.

The new catalogue features two new ladies' coats—both full length and cut to a fashionable design. One of the coats is fitted with stud fastening at the front, contrasting collar, pocket tops and sleeve trims. The coat is available in Como blue/petrol blue, bottle green/aqua, and brown/beige colourways. The other is a shaped full-length coat with press-stud fastening on the front and cuffs on long sleeves. Both the new designs are in polyester/cotton.

Also featured in the new catalogue are 13 garments for men including the recently introduced range of sewn-in crease trousers which are said to keep their smart appearance even when subjected to modern methods of laundering. There are also 10 styles for women. The catalogue is available from *Alexandra Overalls Ltd, Alexandra House, King Square, Bristol BS2 8ET.*

Kodak brochure

The Kodak brochure "Cameras & Films" recently sent to dealers contains an error in the description of the Ektra 12 camera outfit. It states that the flash array is an inclusive part of the outfit, which is not the case. The picture of the outfit above description shows the outfit without flipflash array. Kodak are sending 50 "errata" slips to dealers to add to the appropriate page of the brochures. *Kodak Ltd, PO Box 66, Hemel Hempstead, Herts HP1 1JU.*

Oil of Ulay rose wins top award



Oil of Ulay's rose, the Margaret Merrill, has won the top award at the Royal National Rose Society's trials and also the Edland Medal for fragrance. The rose has now won seven major awards this year, including the title "The world's most fragrant rose."

Subscribers to *C&D* will be able to buy four Margaret Merrill rosebushes, said to be worth £6.48, for £3.50 plus £1 postage and packaging, in an offer which will appear in our January 20, 1979, issue. The Margaret Merrill is a floribunda rose, with small white flowers overlaid with a sheen of satin pink. *Richardson Merrell Ltd, Slough.*

UCAR distributor

Union Carbide Europe S.A., Geneva, have appointed Photax (London) Ltd as a distributor of "UCAR Professional" batteries to the photographic trade in the UK. Union Carbide claims to be the world's largest manufacturer of dry batteries. The company already supplies in the UK miniature batteries for electronic watches. Discounts are available on quantity purchases from Photax. *Photax (London) Ltd, Hampden Park, Eastbourne BN22 9BG.*

NPA bargains

During January, consumers can make the following savings on selected NPA products: Between 5p and 9p off Nusoft baby toiletries, excluding the Nusoft baby soap, 3p off the recommended selling price on twin packs of the Nuhome toilet rolls, 5p off the normal price of Lotus cold cream, 6p off the recommended price of Hanx and 3p off the normal price of Nusoft rubber gloves and 5p off the normal price of the deluxe rubber gloves.

Case bonuses are available in support of this promotion and in addition case bonuses to independent chemists will also be available on the following products: Methylated spirit; Nusoft 12s hankies; Nusoft rose hip syrup and orange juice and Hacks, Valda and Victory V. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts.*

COUNTERPOINTS

Another trial for sanpro advertising on television

The Independent Broadcasting Authority has agreed that there can be a test screening of sanpro advertising for a six-month trial starting in the New Year. If it goes ahead it will be considered a test of current consumer reactions to such advertising as a former experiment was withdrawn after protests from some members of the public. However the advertisements cannot be shown until after 9 pm—the most expensive time.

The first company to show any interest is Johnson & Johnson who intend to advertise their recently launched product, Carefree, on television in the London area. Peter Mitchell, director and general manager of J&J's consumer products division comments: "We have taken the view that television will work very well and if you are going to test, you test across the largest section of the population. That,

by definition, means the London area. The nature of the IBA test arrangements means that Carefree will be the only sanpro product using television in the London area during the six month trial period."

The sanpro market in the UK is still growing and could reach £70m in 1979, thereby more than doubling its value in only five years. This was the prediction of Mr Barry Tubbs, group product manager (feminine hygiene) at Kimberly-Clark Ltd. In 1978 the total market value was £62m, with towels accounting for £40m. On a unit base the towel versus tampon ratio has stabilised at 61:39 per cent. Chemists' share (including Boots) of the market was 57 per cent compared with 55 per cent in 1977 and a 1979 forecast of 58 per cent. The grocers' share was 32 per cent (30 per cent and 33 per cent).

specialised services to pharmaceutical companies which require an Irish distributor and already act in Ireland for a number of companies including E. Merck, Stiefel, Ferring, Rona, Delandale, Pennwalt, Cooper Health Products. *Allphar Services Ltd, McKee Avenue, Finglass, Dublin.*

PRESCRIPTION SPECIALITIES

Dansac appliances—distributor change

Dansac have changed their distributor of ostomy appliances for the UK and Irish Republic. All Dansac products are now available from *Cambmac Instruments Ltd, Cambridge Road, Milton, Cambridge CB4 4BN.*

Utovlar tablets

Utovlar tablets, containing norethisterone 5mg, are now available for general practitioner prescribing (100 tablets, £11.78 trade; 1,000 tablets, £94.56). *Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks.*

Synergel sachet

The dimensions of the Synergel sachet and carton (25 sachets) have been changed to give a smaller, more compact original pack. *Servier Laboratories Ltd, Servier House, Horsenden Lane South, Greenford, Middlesex.*

Ativan 500 packs discontinued

Wyeth Laboratories say that, following a pack rationalisation policy agreed with the Department of Health, the 500 packs of Ativan 1mg and 2.5mg are to be discontinued. When stocks are exhausted, orders received for the 500 will be met by issue of the appropriate quantity of 100 packs. *Wyeth Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berks.*

Pancrex V capsules

The paragraph on Pancrex V capsules (last week, p926) may have been misleading. Only Pancrex V capsules are changing their presentation. Pancrex V powder and tablets remain the same. *Paines & Byrne Ltd, Pabyrn Laboratories, Bilton Road, Greenford, Middx.*

Christmas closings

André Philippe Ltd: will be closed from 5 pm, December 15 until 9 am, January 2.

Approved Prescription Services Ltd: Closed from 5 pm, December 21, until 9 am, January 3, 1979.

Carnegie Medical: will be closed from 12 noon, December 22, until 9 am, January 2, 1979. Emergency supplies of any Carnegie product can be obtained by telephoning Loughborough (0509) 68181.

Shown below are some articles from the range of general fancy sundries available from Solport Brothers Ltd. In particular it shows some new towel and sponge bags for the coming year and a new 6in bath dusting puff with ribbon bow. A collection of loofah/towelling straps, gloves and pads are also shown and at the foot of the picture are manicure articles



Thomas Kerfoot & Co Ltd: will be closed from 4 pm, December 20 until January 2, 1979.

Kirby Pharmaceuticals Ltd: Closed from noon, December 22, until 9 am, January 2, 1979.

Pharmax Ltd: Closed from 5 pm, December 22 until 9 am January 2, 1979.

Richards & Appleby Ltd will be unable to accept or deliver any goods from 4 pm, December 19 to 9 am, January 2, 1979. However, the offices will remain open until noon, December 20.

Riker Laboratories: will be closed from 12 noon, December 22 until 9 am, January 2, 1979. Emergency supplies of any Riker products can be obtained by telephoning Loughborough (0509) 68181.

Servier Laboratories: offices and warehouse will be closed from noon December 21 until 9 am, January 2, 1979. Answerphone and Telex services will be available for the receipt of orders and inquiries but only orders urgently required will be despatched during the shutdown.

Global offer

Global Pharmaceuticals Ltd are offering a bonus of three for the price of two on Odd-job blades. A retailer purchasing 2 x 100 blades will receive an additional box of 100. *Global Pharmaceuticals Ltd, 62 Kenilworth Road, Edgware, Middx.*

Irish distributor

Allphar Services Ltd, have been appointed Irish distributors for Servier Laboratories, Alcon Laboratories and Lipha Pharmaceuticals. Allphar offer

SHOPFITTING & EQUIPMENT

Kingtron register is designed for control and speed

The Kingtron CS210, electronic cash register (£249 ex VAT) is designed to provide control and speed of service for the smaller retailer who may work with little or no staff assistance. It has an illuminated display for customer and operator, prints record of every transaction in order of occurrence, computes change when required and records cash received, monies paid out and cheques or credit cards values and totals. Receipts can also be issued. *Geller Business Equipment Ltd, 15 Percy Street, London W1.*

Digoxin system for long term supply

A system to allow laboratories to get a long term supply of antibody coated tubes of the same lot number and ready-to-use serum base standards for digoxin assay has been introduced by Becton Dickinson Immunodiagnosics. The digoxin solid phase RIA single lot component system allows the supply of high activity digoxin tracer/buffer mixture on a regular monthly basis.

The company has also introduced a solid phase RIA kit for the determination of total serum thyroxine in adults, children and neonates. It is available in three unit sizes (100 tubes, 200, 400) as well as separate components. Further details of both product from *Becton, Dickinson Immunodiagnosics Ltd, York House, Empire Way, Wembley, Middlesex.*

Self-adhesive strapping tape

A self-adhesive strapping tape with a tensile strength of 330 lbs per inch width has been introduced by D. Anderson (Adhesives) Ltd. This 810 strapping tape is available in widths from 9mm to 50mm in roll length of 50 metres. To launch the tape the company is offering a free D4 hand dispenser with every order to the value of £75. For tapes wider than 25mm an H5 dispenser is available. *D. Anderson (Adhesives) Ltd, Mill Lane, Alton, Hants.*

Glass container distributor

Johnsen & Jorgensen Ltd, the merchanting company in the J & J Group, have been appointed the sole agents in the UK for the Italian tubular glass container manufacturer, Brondi & Saroldi SpA.

The Brondi & Saroldi company was founded in 1928 in the glass manufactur-

ing area of Altare (Savona) as manual processors. The company is said to have become one of the most respected automatic manufacturers of ampoules and vials in Western Europe. From the new factory in Voghera near Milan (opened in 1973) they supply five million ampoules and four million vials per week, mainly to the Italian pharmaceutical industry. *Johnsen & Jorgensen Group, Parkside House, Grinstead Rd, London SE8 5AB.*

Filters to measure air pollution

Millipore have introduced matched weight pairs of membranes to simplify gravimetric air pollution monitoring. The matched weight pairs of filters are already loaded into polystyrene holders and these are used directly to take airborne dust samples. The holders have a replaceable cover to protect the sample

during transport to the analytical balance. The filters are matched in weight to 0.1 mg. Matched weight pairs of membranes are available to re-load the polystyrene filter holders. *Millipore (UK) Ltd, Millipore House, Abbey Rd, London NW10 7SP.*

Probeseal for sampling

DRG Sacks have developed Probeseal for sampling the contents of paper sacks. A patch is fitted to the internal wall of a paper sack during manufacture; when the probe pierces the sack it passes through this internal patch and when withdrawn with the sample the patch seals the hole preventing spillage. Samples and prices can be supplied on request to *DRG Sacks, Northfleet, Gravesend, Kent DA11 9BZ.*

Albion

SKIN SOAP

Something your customers can trust

tried and tested, fresh and natural.



The Albion Soap Company Ltd.
Hampton, Middlesex.

Home medicines' future safe 'on balance'

The future of self-medication will depend on social attitudes. This is the opinion of a special report, part 2, on household medicines in the December *Retail Business*, from the Economist Intelligence Unit Ltd (part 1, *C&D*, November 11).

At present retail sales are fairly evenly distributed between chemists and other outlets: 65 per cent of household medicines are sold through chemists (excluding Boots), 24 per cent through food stores and 11 per cent through other outlets. Analgesics, nasal sprays, indigestion and upset stomach remedies are important grocery lines and sore throat remedies are important to "other" outlets such as confectioners, news-stands and tobacconists.

The number of proprietary "non-ethical" medicines is likely to decrease as the result of work carried out by the Committee on Review of Medicines. Also the demands of the Medicines Act are leading to a fall in the number of generic products as small suppliers cannot meet the costs of the standards and licences. But the drop in the number of pharmacies may possibly be the most serious threat to the household medicines trade, the report says. Lack of a convenient chemist could tilt the balance in favour of a visit to the doctor for simple

ailments. But, on balance, self medication for the milder sufferings of normally healthy people will probably continue to account for 0.5 per cent of the average household's spending.

Delivery petition to help pharmacy

Ayrshire & Arran health board have backed a petition to Strathclyde Regional Council demanding special delivery facilities for a pharmacy, G. A. and M. E. Gilbert, in Newmarket Street, Ayr, in the event of the town centre street being turned into a pedestrian precinct. The petition was launched by the local pharmaceutical committee which is concerned about drug deliveries to the pharmacy. At present Strathclyde Council proposes to allow deliveries to shops in Newmarket Street, only until 10.30 am.

Societies to merge

The Chemical Society and the Royal Institute of Chemistry have approved proposals for unification of the two bodies. Members of both organisations voted overwhelmingly last week in favour of presenting a joint petition to the Privy Council for a new Royal Charter to

bring a unified body—the Royal Society of Chemistry—into existence.

The society and the institute, with a total of 40,000 members, exists to promote chemical science and the profession of chemistry respectively. Consideration of the joint petition is unlikely to take fewer than 12 months and, if a new Charter is granted, may be effective in 1980.

Schering granted injunction

A London publishing company, Seymour Press Ltd, has been restrained by a High Court judge from publishing or distributing in UK an issue of the German weekly magazine, *Der Stern*.

An injunction was granted last week by Mr Justice Gibson and continued by consent, to Schering Chemicals Ltd, Burgess Hill, and Schering AG of Germany. They believe that the magazine might contain statements prejudicial to pending litigation in which claims are being made against Schering by children and their parents in relation to malformation said to have been caused by use of Primodos in pregnancy testing.

The injunction restrains Seymour Press Ltd from distributing or publishing any copy of *Der Stern* or any other documents containing legal advice or information the publication of which Schering believe might prejudice the pending litigation. The order will remain in force until full trial.

‘Look at him now. Isn't he beautiful? Yet five minutes ago I could have quite happily throttled him. Why oh why does teething pain always seem to strike at three in the morning?

Thank goodness the chemist recommended Dentinox. It's the only one specially formulated for babies apparently. Anyway, it certainly works a treat. All it took was a gentle rub on the trouble spot, a quick cuddle and he was away again as soon as he hit the pillow. Thanks a lot Dentinox. From now on it'll be a good night for me...



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LETTERS

Under Ennals' thumb

First drowned pharmacist—"Remember me David?"

Mr Ennals—"You must be Mr Jones MPS."

First drowned pharmacist—"I lost my pharmacy in the High Street development."

Mr Ennals (fingers in ears)—"My graduated on-cost scheme should help you."

Second drowned pharmacist—"Do you see me David? I lost my pharmacy when the doctors moved away."

Mr Ennals (ears full of cotton wool)—"My essential small pharmacies scheme should help you."

Third drowned pharmacist—"See me David. I lost my pharmacy when the leapfroggers moved in."

Mr Ennals (cap full of cotton wool and concrete)—"The review panel may be able to help you in the New Year—if I take any notice of it."

All three drowned pharmacists together—"Too late. Too late . . ."

Mr Ennals (sans ears)—"Strange. Your lips are moving but there's no sound!"
Written with respect to the memory of the great Dylan Thomas and to use a quote from one of his poems:

"Do not go gently into that good night
Rage, rage against the dying of the light."

Pharmacists everywhere, you have been warned.

C. Martin

Slough, Berks

Invitation to meet foreign students

The International Pharmaceutical Students Federation has grown from strength to strength over the years, and today has representation in some 38 countries of which 34 are full members. The activities of IPSF today reach thousands of pharmacy students all over the world. IPSF runs a book appeal for students in developing countries, regardless of race, colour or religion; a development fund for financial assistance to pharmacy students for special purposes; and in the field of pharmaceutical education, the Federation serves as an information bureau, holds symposia and produces reports and surveys. Then there is the students exchange scheme which enables pharmacy students and young pharmacists to visit and work in a foreign country. The exchange also provides an opportunity for a pharmacist, acting as host, to employ a foreign student. As many students would like to work in the UK, we are desperately in need of more hosts—perhaps you would like to help?

The pharmacist wishing to participate simply fills in an application form. Any conditions may be stated, eg, where the student comes from and languages spoken. Only when a foreign student's

application satisfies the host's requirements will it be sent to him. If the host agrees the student will be put into direct contact, so that final arrangements can be made.

Further information is available directly from myself at the address below.

Miss Lynne Cowell

Assistant IPSF liaison secretary,

47A Waldram Park Road

Forest Hill

London SE23

Health centre developments

The **Clwyd Health Authority** is seeking planning permission for building a new clinic and health centre at Corwen.

Lancashire AHA is seeking a suitable site at Chorley for the town's second health centre.

The **South East Thames RHA** is seeking approval for a single storey health centre at Granville Road, Sidcup, Kent.

West Midlands AHA is seeking planning approval for a health centre at Withymoor Village and Amblecote Banks developments, Stourbridge, West Midlands.

Yorkshire RHA is seeking approval to build a health centre at Bentley Lane/Meanwood Road, Leeds 6.

The AHA has now got planning approval for extensions to the health centre at Forest Hall, **Longbenton**, Tyne and Wear.

Four new health centres are included in the **Doncaster AHA** strategic plan for the next ten years, just announced. The centres are planned for Conisbrough, Kirk Sandall, and Auckley and West Bessacarr both near Doncaster.

The **Solihull**, West Midlands, Municipal Borough Council has been recommended to approve the building of a health centre with parking for 33 cars at Northbrook Road at the rear of 192-208 Olton Road, Solihull, Birmingham.

Mr Eric Murgatroyd (right), assistant managing director and chief training officer, Allan J. Marks (Chemists) Ltd receiving the Distributive Training Award from Mr John Jeffries, DITB. Also pictured is Miss Barbara Kemp, retail supervisor responsible for training all new shop staff



WESTMINSTER REPORT

Pharmacy closures

Mr John Ovenden, MP for Gravesend, asked the Secretary for Social Services how many pharmacies closed down in the past six months; how many opened; how many qualified and unqualified staff were involved and how the figures compared with the same months in the previous year. In a written reply, Mr Roland Moyle, Minister for Health, said that from April 1 to September 1978, 103 pharmacies on NHS pharmaceutical lists closed down and 47 opened up, according to returns by Family Practitioner Committees. No FPC figures were available for the previous year but according to Pharmaceutical Society figures, 140 closed down in April to September and 61 opened up. No information on the staff was available.

Hormones inquiry

By Tuesday, 20 MPs had signed a Parliamentary motion calling for an independent inquiry into hormone pregnancy tests.

The motion reads: "This House takes note that children have been born with serious deformities due to hormone pregnancy test drugs; that no official warnings were issued until eight years after the first reports indicated possible dangers; that some doctors continued to prescribe the drugs for pregnant women after official warnings from the Committee on Safety of Medicines; that the Department of Health has continuously rejected requests for an inquiry into these methods and now calls on the Secretary of State to set up an independent public inquiry."

Leading signatories are Jack Ashley, John Hannam and Robert Hughes.

COMPANY NEWS

Sangers half year profits showing an improvement

Sangers Group Ltd half year profits before tax (£1.008 million) show a substantial improvement of 24 per cent over the half year to August 1977 (£815,000).

The trading profit recovered from the low levels of a year ago and there has been an increased contribution from all divisions, says Mr H. T. Nicholson, chairman, in his statement. Sales reached £49m (£44.9m).

Despite "some competitors" giving discounts on products subject to resale price maintenance, the pharmaceutical division has managed to produce profits that are higher than in the first half of last year, the chairman continues. This has been achieved by improved operating efficiency. "We believe resale price maintenance is in the best interests of pharmacy, however it must be effectively imposed throughout the trade and your company retains the right to adopt such policies as it thinks fit should this condition not be satisfied."

Mr Nicholson praises the development of Sangers Optics Ltd which had become a major company in retail optics in less than two years. The 23 optical practices had doubled since July. This approach would continue with further acquisitions of existing practices and establishment of new practices. The division's results showed a substantial improvement over the previous year.

The photographic wholesale division has produced record figures.

The group expects the results for the year as a whole to be well in excess of those of last year. But Mr Nicholson warns that the recent suggested increase in petrol prices will particularly add to costs. An extra 20p a gallon will amount to over £50,000 a year for pharmaceutical deliveries alone after allowing for no further vehicle tax.

Distribution of Molinard fragrances

Parfums Molinard are forming a new company in the UK which will handle the marketing and distribution of their fragrances. The new company, Franglère Ltd, will be based in Warrington under the auspices of John Mills.

Bayer sales up 30 per cent

The pharmaceutical division of Bayer UK Ltd had a 30 per cent increase in turnover in the first nine months of 1978, compared with the corresponding period last year. Total group sales showed a 10 per cent increase during this period to £80,627,279 (£73,380,354), profits before

tax rose 37 per cent to £2,069,764 (£1,509,028).

Mr John Webb, managing director, reported that all divisions operated profitably, and he made particular reference to the pharmaceutical division which did well with its "ethical" products notably Adalat. The division had also successfully launched a number of new consumer products. "In particular, the Mafu range of household insecticides has been very successful, despite the adverse conditions last summer," said Mr Webb.

ICI profits down

Group sales of Imperial Chemical Industries Ltd were £3,341m in the first nine months of 1978. Sales for the same period in 1977 were £3,225m (excluding the sales of Imperial Metal Industries Ltd as the ICI Group sold its interest in that company in November 1977). UK sales increased by £110m to £1,326m and in overseas markets by £6m to £2,015m.

Group profit before taxation was £334m (£414m in the same period 1977). Profits were depressed not only by the lower volume of sales but also by higher employee costs, especially in the UK, and by rising raw material costs. Also the weakening of the US dollar and other currencies resulted in a loss of £22m on the conversion of net current assets of overseas subsidiaries into sterling.

Briefly

The telephone number of **E. R. Holloway Ltd** and **London Perfume Co Ltd**, Lavenham, Suffolk, has been changed to 0787-247000.

Degussa of Frankfurt, Germany, have established a marketing subsidiary in Toronto, Canada. The new company, **Degussa (Canada) Ltd** will start trading on January 1, 1979.

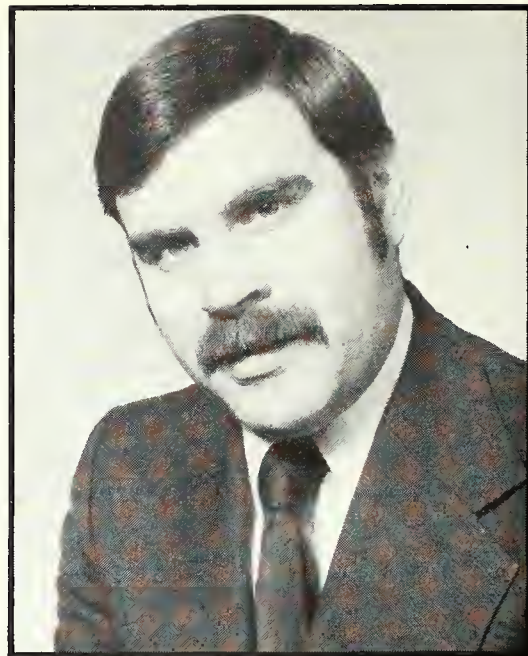
Warner-Lambert (UK) Ltd, has extended its operations. In addition to the UK and Ireland regional president Mr J. Telford Beasley assumes responsibility for South Africa, Nigeria and Central-East Africa.

Nurdin & Peacock Ltd have started building a 60,000 sq ft cash and carry warehouse at D'Avigdor Road, Hove. The new branch, expected to be open for the 1979 Christmas trade, will replace existing warehouses at Victoria Road, Portslade.

Astra Chemicals Ltd have moved their medical information and marketing department to St Peter's House, 2 Bricket Road, St Albans, Herts (telephone St Albans 33241). Orders, accounts and animal health departments remain at King George's Avenue, Watford, Herts.

Sales of **Smith & Nephew Associated Companies Ltd** during the 40 weeks to October 7 increased by 5.7 per cent to £136.9m compared with £129.5m in the same period in 1977. Group profit before tax was £14m, an increase of 19 per cent on 1977 (£11.8m).

APPOINTMENTS



Mr Roy Trayhern (S&N)

Unichem Ltd: Mr Douglas Battersby has been appointed branch manager, Croydon, which is Unichem's largest branch operation.

Smith & Nephew, Ireland: Mr Roy Trayhern has been appointed director and general manager. He was formerly product group controller with Lilia-White Ltd.

Farley Health Products Ltd: Mr Patrick Foster has been appointed commercial director. He was previously managing director of the UK and Scandinavian subsidiary at Schoenfeld Industries Ltd, a clothing manufacturer.

Imperial Chemical Industries Ltd, pharmaceuticals division: Dr W. A. M. Duncan has been appointed a deputy chairman in succession to Dr A. Hayes, who is to be chairman of the plant protection division. Both appointments take effect from January 1. Dr Duncan is at present vice-president, research, Europe, Smith, Kline & French Laboratories Ltd.

Rockware Group Ltd: Mr J. H. Craigie is to relinquish his post as group managing director from January 1 1979, whilst remaining as chairman of the group. David Bailey, at present managing director of Rockware Glass Ltd, has been appointed to succeed Mr Craigie. Replacing Mr Bailey at Rockware Glass Ltd is Derek Whittaker, who joins the company from GKN. Mr Whittaker was formerly managing director of Leyland Cars.

Albright & Wilson Ltd: Dr Malcolm Clark has been appointed managing director of Bush Boake Allen Ltd. He will take up his appointment when Mr R. Mason retires in 1979. Mr Julian Boyden will succeed Dr Clark as chairman of Bush Boake Allen's flavours sector. Mr G. James has been appointed chairman of the detergents sector of Albright & Wilson Ltd. Dr Stewart Cox succeeds Mr James as managing director of Albright & Wilson (Australia) Ltd.

MARKET NEWS

Iodides up

London, December 6: The schedules for iodides were increased during the week, potassium and sodium salts being dearer by nearly £1 kg and the ammonium by about £1.50. Resublimed iodine has gone up from £5.49 to £6.58 kg for 250-kg lots in 50-kg drums.

Trading in botanicals and spices has become very quiet as the year end approaches. Replacement buying can now be expected to be limited to urgent requirements. Canada balsam continued to ease on the spot but Copaiba and Peru were dearer with the latter difficult to find on the spot. Prices of American items are creeping up again; during the week cascara, cherry bark, hydrastis and witchhazel leaves were dearer. Elsewhere gentian root, kola nuts, lemon peel and senega were easier.

Among essential oils *arvensis* peppermint remained weak and prices of Chinese spearmint continued to be completely out of touch with equivalent American oil values.

Pharmaceutical chemicals

Acetarsol: £14.28 kg in 50-kg lots.
Acetic acid: 4-ton lots, per metric ton delivered—glacial BPC £274, 99.5 per cent £261.50; 80 per cent grade, pure £240.50; technical £224.50.
Alolin: micro-crystalline £18.05 kg in 50-kg lots.
Borax: EP grade, 2-4 ton lots per metric ton in paper bags, delivered—granular £225; powder £245, extra fine powder £261.
Boric acid: EP grade per metric ton in 2-4 ton lots—granular £351; crystals £451; powder £375.
Bromides: Crystals £ per metric ton.

	Under 50-kg	50-kg	1,000-kg
Ammonium	1,111	950	891
Potassium crystals	1,043		1,001
powder	1,140	960	918
Sodium	1,140	967	924

Choline: (500-kg lots) bitartrate £2.41 kg; dihydrogen citrate £2.40.
Cinchocaine: Base (5-kg lots) £77.69 kg, hydrochloride £77.45.
Cloquinal: NF XIV 500-kg lots £12.78.
Citric acid: BP per metric ton single deliveries, granular hydrous £739; anhydrous £794; five-ton contracts £735 and £790 respectively. Crystalline £171.17 and £170.17 respectively.
Cocaine: Scarce. Alkaloid £575 kg; hydrochloride £525—both nominal.
Ephedrine: (Per kg) £15 in 500-kg lots; hydrochloride sulphate £18 in 50-kg.
Ergometrine maleate: £6.35 in 50-kg lots.
Ergotamine tartrate: £4.25g in 50-g lots.
Ether: Anaesthetic. BP 2-litre bottle £2.88 each; 1-ton lots in drums from £1.39 in 18-kg drums to £1.25 kg in 130-kg. Solvent, BP from £940 metric ton in 16-kg drums to £853 in 130-kg.
Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £307.50; 85 per cent £258.
Glucose: (Per metric ton in 10-ton lots)—monohydrate £215; anhydrous £550; liquid 43° Baume £234 (5-drum lots); naked 18-tons £187.
Glycerin: In 250-kg returnable drums £610 metric ton in 5-ton lots.
Homatropine: Hydrobromide £133.10 kg; methylbromide £126.60—both in ½-kg lots.
Hydrogen peroxide: 35 per cent £232 metric ton.
Hydroquinone: 50-kg lots £2.67 kg.
Hyoscine: Hydrobromide £490 kg.
Hyoscyamine: Sulphate, 100-kg lots £267.90 kg.
Iodides: Ammonium £9.56 kg (for 50-kg lots); potassium £4.53 kg (250-kg lots); sodium £6.79 kg.
Iodine: Resublimed £6.58 kg in 50-kg lots.
Isoniazid: BP 1973 £3.50 kg in 1-ton lots.
Kaolin: BP natural £122.50 per 1,000 kg; light £128.70 ex-works in minimum 10-ton lots.
Magnesium carbonate: BP per metric ton—heavy

£550 to £590, light £450.
Magnesium chloride: BP crystals £0.68 kg for 50-kg lots.
Magnesium dihydrogen phosphate: Pure £2.08 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £1,240; 28 per cent paste £440.
Magnesium oxide: BP per metric ton, heavy £1,350; light £1,240.
Magnesium sulphate: BP £116.70-£124.70 metric ton commercial £103.50-£111.50; exsiccated BP £249.40.
Magnesium trisilicate: £1 kg (metric ton lots); £1.20 kg (500 kg lots).
Mercurials: Per kg in 50-kg lots; ammoniated £7.48; oxide—red £8.82 and yellow £8.54; perchloride £6.14; subchloride £7.82, iodide £8.10.
Mercury: BPC redistilled £7.10 kg in kg lots.
Mersalyl: Acid £35.07 kg in 10-kg lots.
Methadone hydrochloride: £330 per kg. Subject to Misuse of Drugs Regulations.
Methyl salicylate: 5-ton lots £1.26 kg; 1-ton £1.30.
Metol: Photo grade per kg, 50-kg lots £6.37.
Nicotinamide: (Per kg) £5.60; £5.31 in 5-kg lots; £4.56 (50-kg).
Oxalic acid: Recrystallised £1.31 kg for 50-kg lots.
Phenylephrine hydrochloride: From £80 kg according to quantity.
Phosphoric acid: BP sg 1,750 £0.4313 kg in 30 drum lots minimum.
Phystigmine: Salicylate £1 per g; sulphate £1.28 in 100-g lots.
Pilocarpine: Hydrochloride £328 per kg; nitrate £308.
Polcodine: 1-kg £538 to £543 as to make; 60-kg lots £493. Subject to Misuse of Drugs Regulations.
Quinidine sulphate: £135 per kg.
Quinine: (50-kg lots per kg) Alkaloid £100; bisulphate £73.50; dihydrochloride £95; hydrochloride £92; sulphate £85.50.
Saccharin: BP, £3.50 kg for 1-ton lots of imported material.
Salicylic acid: 5-ton lot £1.14 kg; 1 ton £1.16.
Talc: BPC sterilised £510 metric ton in 50-kg lots; £310 for 1,000 kg lots.
Tartaric acid: £770 per metric ton.
Theophylline: Anhydrous and hydrous £5.33 kg in 100-kg lots delivered; ethylenediamine £5.53 kg in 100-kg.
Yohimbine hydrochloride: £302.50 per kg.
Zinc acetate: Pure £1.09 kg in 50-kg lots.
Zinc chloride: Granular 96/98 per cent £420 metric ton, delivered.

Crude drugs

Balsams: (kg) Canada: Easier at £13.65 spot; £13, cif. Copaiba: £2.60 spot; £2.30 cif. Peru: £8.90 spot nominal, £8.80 cif. Tolu: £5.50 spot.
Benzoin: £149 cwt spot nominal; no cif.
Camphor: Natural powder £5.25 kg spot; £5.25, cif. Synthetic £0.84 spot £0.80, cif.

COMING EVENTS

Monday, December 11

Nottingham Branch, Pharmaceutical Society, Postgraduate medical centre, City Hospital, Hucknall Road, Nottingham, at 8 pm. Dr Elspeth Macdonald on "Kill or cure—by prescription".

Southampton Branch, Pharmaceutical Society, Postgraduate medical centre, Southampton General Hospital, Tremona Road, Southampton, at 8 pm. Talk and slides by Mr L. Perkins on South Africa, followed by a buffet supper.

Tuesday, December 12

Bournemouth and East Dorset Branch, National Pharmaceutical Association, The Oak Suite, Wessex Hotel, West Cliff, Bournemouth, at 8 pm. Mr J. H. Ward on "Wholesaling, today and tomorrow".

Bromley Branch, Pharmaceutical Society, Nurses' home, Bromley Hospital, at 8 pm. A Christmas "get together".

Fife Branch, Pharmaceutical Society, Royal Albert Hotel, Kirkcaldy, at 7.45 pm. Dr R. M. L. Weir, (Consultant physician, hospital geriatric service, Fife Health Board) on "Anti-convulsant therapy".

Lanarkshire Branch, Pharmaceutical Society, Nurses recreation hall; Strathclyde Hospital, Motherwell, at 8pm. An address by Mr G. W. Fairfull Smith (Dental surgeon in general practice) on "Hypnotherapy in practice".

Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, Royal Infirmary, Leicester, at 8 pm. Special meeting on the report on general practice pharmacy.

South East Metropolitan Branch, Pharmaceutical Society, Lewisham medical centre, Lewisham

Cascara: £930 metric ton spot; £910 cif.
Cherry bark: £1,210 metric ton spot; £1,190, cif.
Cinnamon: Seychelles bark £480 metric ton spot; £370 cif. Ceylon quills 4 o's £0.48 lb, featherings £0.14 lb, cif.
Dandelion: Spot £1,750 metric ton spot; £1,720, cif.
Gentian: Root £1,650 metric ton spot; £1,630, cif.
Ginger: Cochin £900 metric ton, spot; £850, cif. New crop £700 (Jan-Feb). Other sources not quoted.
Hydrastis: spot £11.50 kg; forward £11.50, cif nominal.
Kola nuts: £500 metric ton spot; £400 cif.
Lemon peel: Unextracted, £1,180 metric ton spot; shipment £1,160, cif.
Menthol: (kg) Brazilian £7.50 spot; £7.15, cif. Chinese £7.50 duty paid; £6.20, cif.
Quillaja: Spot £1.20 kg; £0.90, cif.
Saffron: Mancha superior £750-£800 kg spot.
Sarsaparilla: Jamaican £1.95 kg spot; £1.90, cif; Mexican £1.67 spot; £1.64, cif.
Seeds: (metric ton, cif. Anise: China £830, for shipment. Celery: Indian £510, cif. Coriander: Moroccan £210. Cumin: Turkish £1,200; Iranian £1,400; Fennel: Indian £485. Fenugreek Moroccan £260.
Senega: Canadian £10 kg spot; £9.75, cif.
Squill: Italian white nominal.
Witchhazel leaves: £2.50 kg spot; £2.30, cif.

Essential and expressed oils

Bergamot: Scarce. £35 kg indented.
Bois de rose: Spot £6.50 kg, shipment £6.20, cif.
Buchu: South African £120 per kg spot; English distilled £180.
Cananga: Indonesian £16 kg spot; £15.25, cif.
Cardamom: English-distilled £290 kg.
Cinnamon: Ceylon leaf £2.25 kg spot and cif. Bark, English-distilled £150.
Citronella: Ceylon £1.60 kg spot; £1.70, cif; Chinese £2.48 spot and cif.
Clove: Indonesian leaf, £2.50 kg spot; £2.55, cif; English-distilled £40.
Geranium: Bourbon £46 kg spot, and cif.
Ginger: Chinese £43.50 kg spot; £43.50, cif. Other sources up to £75 spot English-distilled £120.
Lemon: Sicilian best grades from £15.50 kg in drum lots.
Lemongrass: Cochin £5.25 kg spot; £4.75, cif.
Lime: West Indian £11.20 kg spot.
Peppermint: (kg) Arvensis—Brazilian £3.85 spot; £3.80, cif; Chinese £3.80 spot and Piperata American from £11 spot, £10.30, cif.
Sassafras: Brazilian £2 kg spot; £1.75, cif.
Spearmint: (kg) American £6.50 spot, £6, cif. Chinese £11.25 spot, £10.90, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Hospital, Lewisham High Street at 8 pm. Dr Peter Malynn (Parfums Le Galion Ltd) on "History and development of the art of the perfumer".

Stirling and Central Scottish Branch, Pharmaceutical Society, Station Hotel, Stirling, at 8 pm. Insulin by Weddel Pharmaceuticals.

Thursday, December 14

Bristol Branch, Pharmaceutical Society, Edward Jenner centre, Bristol Royal Infirmary, at 8 pm. A talk by Dr Andrew Marshall of the BRI on "Hypertension".

Dundee and Eastern Scottish Branch, Pharmaceutical Society, Ninewells medical school at 7.30 pm. Mr T. V. Winsor on "Acupuncture".

Leeds Branch, Pharmaceutical Society, Golden Lion Hotel, at 8 pm. Discussion on the report on the future of the general practice of pharmacy led by Maxwell Gordon, FPS.

Swindon Branch, Pharmaceutical Society, Room 4. Wyvern Theatre, Swindon, at 8 pm. Professor Arnold Beckett, (University of London) on "Drug abuse in sport".

Friday, December 15

Pharmaceutical Marketing Club, Veterinary section, New London Centre, Parker Street, Drury Lane, London WC2 at noon. Annual meeting.

Advance information

International Domestic Electrical Appliances Trade Fair, January 16-18, 1979. National Exhibition Centre, Birmingham.

International Chemical and Process Engineering and Contracting Show, January 16-19, 1979. Singapore. New products, processes and equipment will be shown, ready to meet the demand of south-east Asia. Further details from Randle Theobald, Overseas Exhibition Services Ltd, 11 Manchester Square, London W1.

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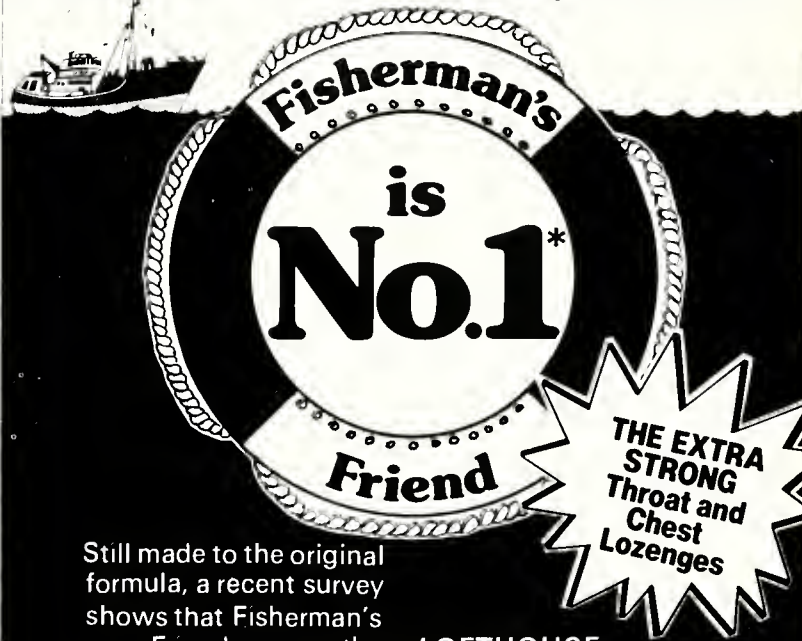
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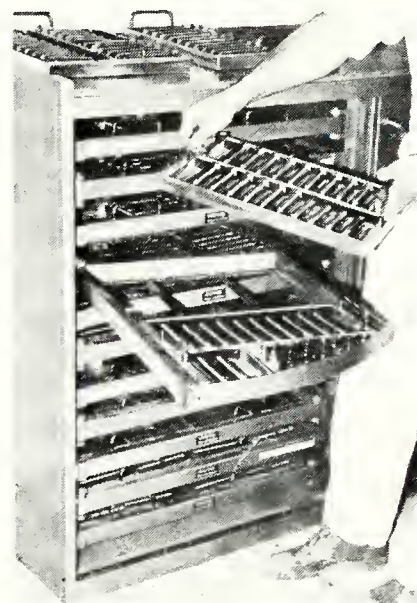
VERSATOOL

Tablet Punch & Die Storage



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Ensuring safe storage, handling and maintenance of precision tools, the 'VERSATOOL' Cabinet has been adapted for the storage of Tablet Punch and Die sets. The swing out trays give complete accessibility, and are fitted with removable plastic inserts moulded in two sections to suit standard punches, each tray being capable of carrying 36 punches and 16 dies. The Cabinets are constructed in heavy gauge steel, and finished in stove enamelled hammer grey.



The 'VERSATOOL' range of products also includes Workbenches, Mobile Workbenches, Instrument Worktables, and a wide range of Cabinets of varying sizes, all of which incorporate the patented swing out trays.



A photograph of a pregnant woman with dark, curly hair, smiling warmly at the camera. She is wearing a light-colored, patterned dress with puffed sleeves and a ruffled hem. Her hands are gently resting on her belly. The background is a soft, warm yellow.

Farley's market is expanding again

The nation's birth rate is on the increase again. Figures for the July-September period show that the rate of increase in births has nearly doubled compared to the April-June rise – the first major turnaround since 1965.*

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